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Message Text

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67
ACTION AGR-08

INFO OCT-01 EA-06 ISO-00 CIAE-00 COME-00 EB-07 INR-05

LAB-04 NSAE-00 PA-01 RSC-01 SIL-01 USIA-06 PRS-01 L-02

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R 290845Z NOV 74
FM AMCONSUL HONG KONG
TO SECSTATE WASHDC 3031
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DEPARTMENT PASS AGRICULTURE FAS KIGER AND NOVOTNY

E.O. 11652: N/A
TAGS: EAGR
SUBJ: AGRICULTURAL PURCHASES AT CANTON FAIR: TOBACCO AND FEEDS

1. TOBACCO: HONG KONG TRADER REPRESENTING W. A ADAMS TOBACCO CO., INC., OF NORTH CAROLINA, REPORTS PURCHASE OF APPROX. 2,700 METRIC TONS (M.T.) CHINESE TOBACCO (WITH ESTIMATED VALUE OF US $4.6 MILLION) AT FALL CANTON FAIR WICH ENDED NOVEMBER 15. WHILE MOST OF TOBACCO IS DESTINED FOR EUROPE AND OTHER MARKETS, APPORX. 300 M.T. EXPECTED TO BE SHIPPED CIF TO NORFOLK.

2. TRADER ALSO REFERRED TO SETTLEMENT OF TWO CLAIMS AGAINST "CHINA NATIVE PRODUCE" (PRC STATE TRADING FIRM) FOR DAMAGE TO SHIPMENTS ENROUTE EUROPE. ONE CLAIM WAS FOR DETERIORATION OF TOBACCO IN HOGSHEADS BECAUSE OF EXCESSIVE MOSITURE CONTENT AT TIME OF PACKING AND SHIPPING. OTHER CLAIM WAS FOR SALT WATER DAMAGE. (TOBACCO BELIEVED TO BE BURLEY TYPE WHICH WAS PURCHASED AT SPRING CANTON FAIR OR BETWEEN FAIRS.) REIMBURSEMENT, WHICH EXCEEDED US$100,000, WAS WON AFTER LENGHTY NEGOTIATIONS INCLUDING USE OF INSURANCE SURVEYORS AT EUROPEAN PORT OF

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DESTINATION.

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3. FEEDS: ENGLISH TRADER REPRESENTING BRITISH FIRM AT CANTON FAIR WAS PERMITTED TO PURCHASE ENTIRE LOT OF DRIED, SLICED SWEET POTATOES (FOR FEED) OFFERED AT FAIR: TOTAL AMOUNT OF 30,000 METRIC TONS BELIEVED DESTINED FOR EUROPE. PRICE AND OTHER DETAILS NOT KNOWN.

4. COMMENT: ENGLISH TRADER REPORTEDLY GIVEN THIS SPECIAL TREATMENT BECAUSE OF OTHER LARGE PURCHASES HE HAD ALREADY MADE. SALE INTERESTING BECAUSE WITH EXCEPTION OF EXPORTS OF RELATIVELY SMALL QUANTITIES BRAN, OIL CAKE AND MEATMEAL AND FISH-MEAL, PRC NOT NORMALLY CONSIDERED ANIMAL FEED EXPORTER. QUANTITY NOT LARGE CONSIDERING CHINA IS WORLD'S LEADING PRODUCER OF SWEET POTATOES, BUT NOTABLE IN VIEW CHINA'S HUGE DOMESTIC FEED REQUIRE-MENTS. POSSIBLY INDICATED CHINESE ATTEMPTS TO FIND EXPORTABLE PRODUCTS TO EARN HARD CURRENCY FOREIGN EXCHANGE DURING CANTON FAIR WHICH WAS HIGHLY DISAPPOINTING IN THAT RESPECT.

5. NOTE: ABOVE INFORMATION IS COMMERCIALLY SENSITIVE, PARTICULARLY THAT CONCERNING NATURE AND SIZE OF CLAIM SETTLEMENT, ANS SOURCE. CROSS

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